



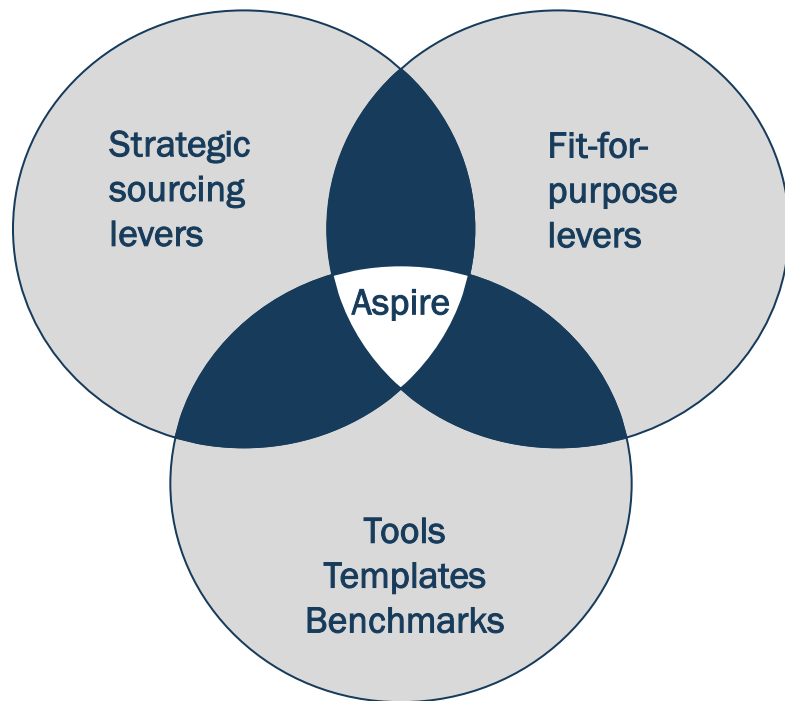
Professional & marketing services procurement: 'How to increase the savings potential'

May 2023

Aspire's expertise using a three-pronged approach helps companies increase savings from indirect spend

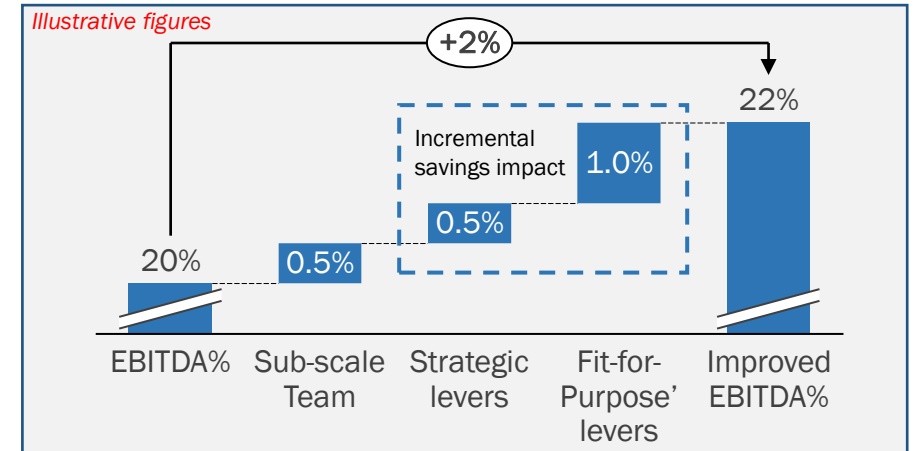
Aspire Advantage

'Procurement as a Service'

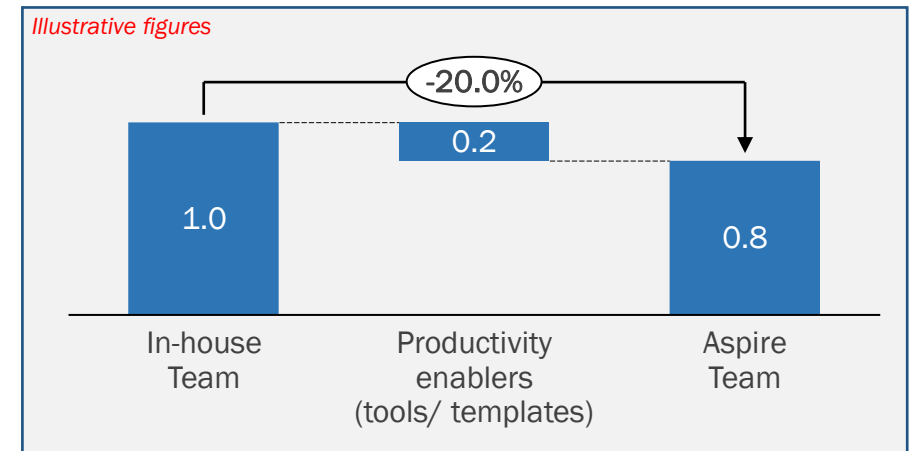


Business benefits for clients

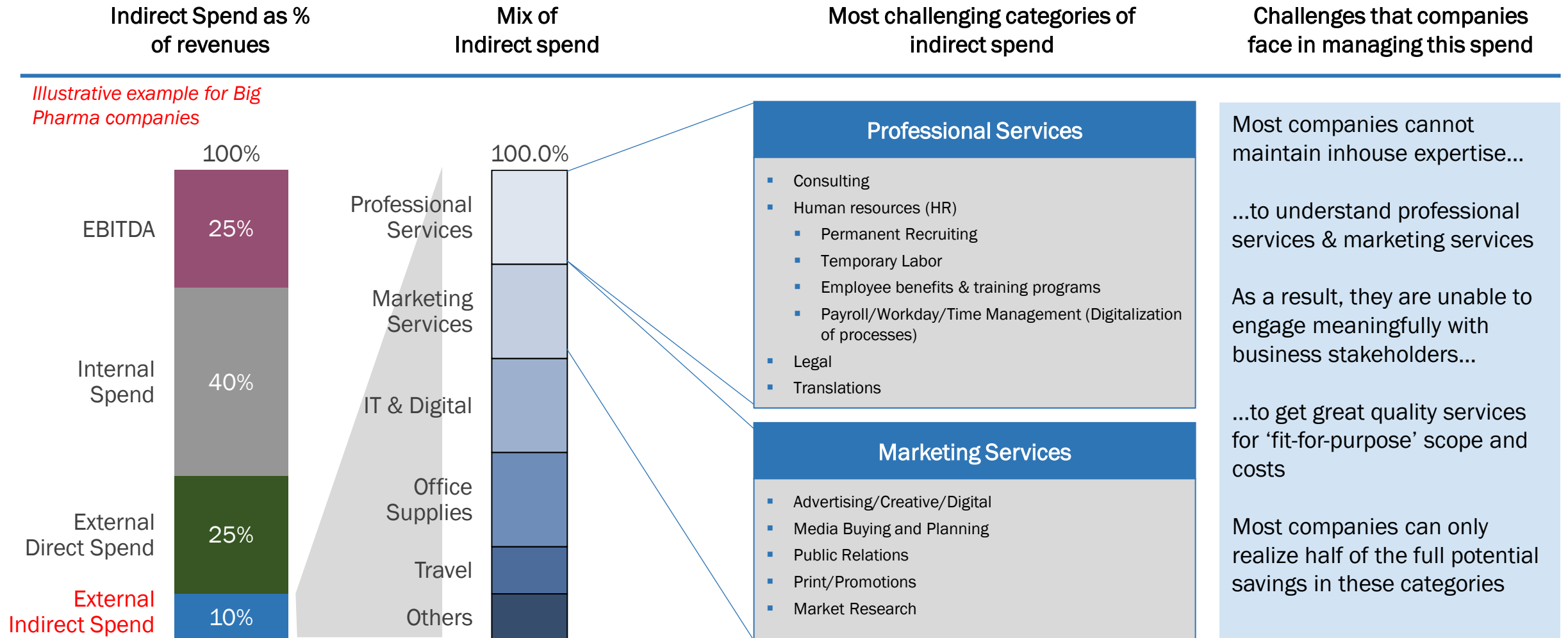
Incremental Impact on EBITDA margin%



Cost of Procurement resources (% of spend)



Indirect spend is typically >10% of company revenues, but companies often lack expertise to manage that spend



Our team brings deep relevant expertise enabling 10-15% incremental savings over and above what is possible with a sub-scale inhouse team

Anshuman Biyani



Partner

Exp: 24 yrs, BCG, Genioo, Gramener, Lifesciences, Consumer, Industrials

Strategy, Alignment, Transformation, Innovation, Supply Chain, Technology

Switzerland

Ira Jain



Principal

Exp: 16 yrs
A.T Kearney, Independent, ET-traps

Lifesciences, FMCG, Process

Strategy, Transformation, PMO, Benchmarking, Business modelling

Hong Kong

Manu Krishna



Partner

Exp: 23 yrs, Bain, Citibank, FedEx, Deloitte, Virtusa

Growth Strategy, Due diligence, Foundation for scaling up start-ups

India

Gautam Kedia



Finance Transformation Expert

Exp: 20 yrs, American Express, Capital One, Accenture

Financial services, Consulting

USA

Financial Planning & Analysis

Krunoslav Kevic



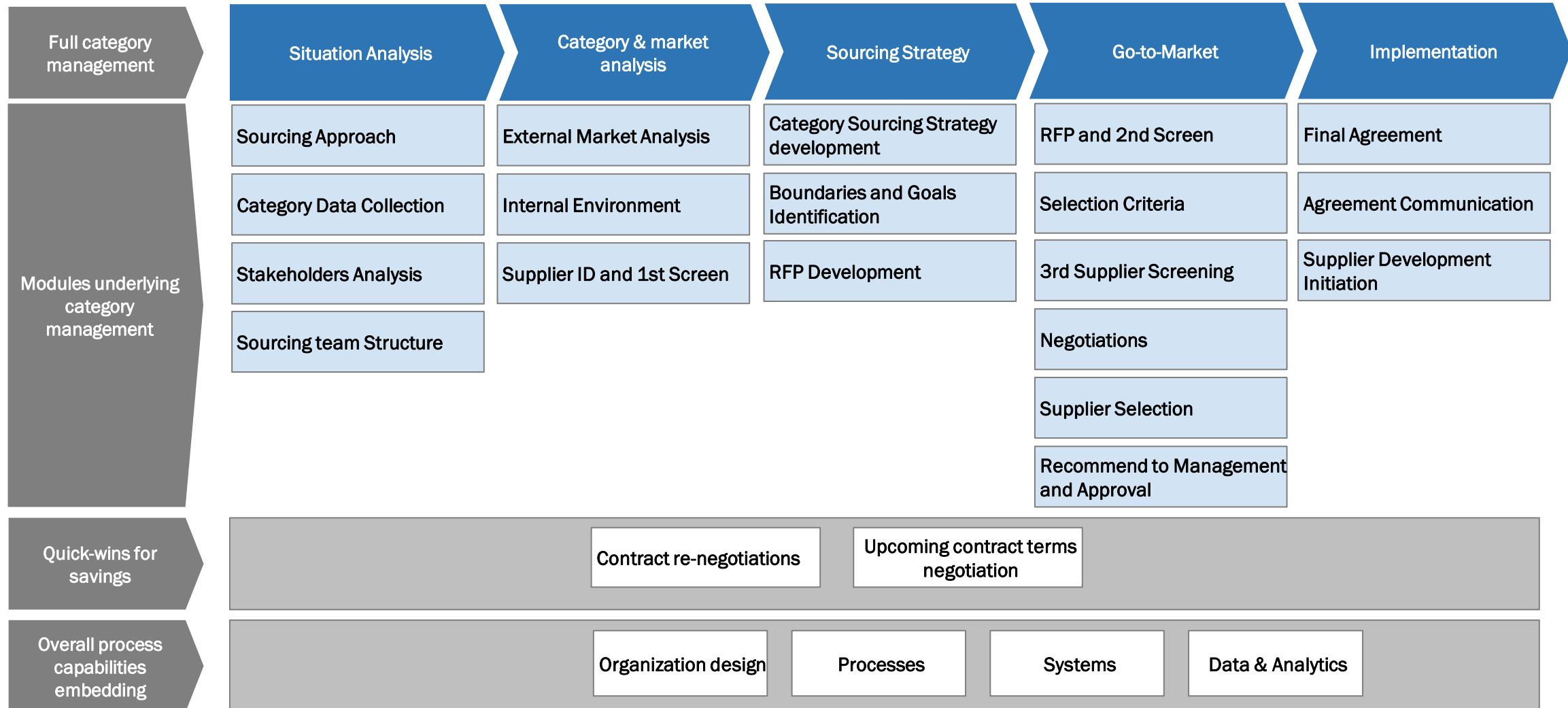
Project Manager

Exp: 12 yrs: Sandoz/Novartis Public sector (UK, HR)

Divestitures of product portfolio, Project management,

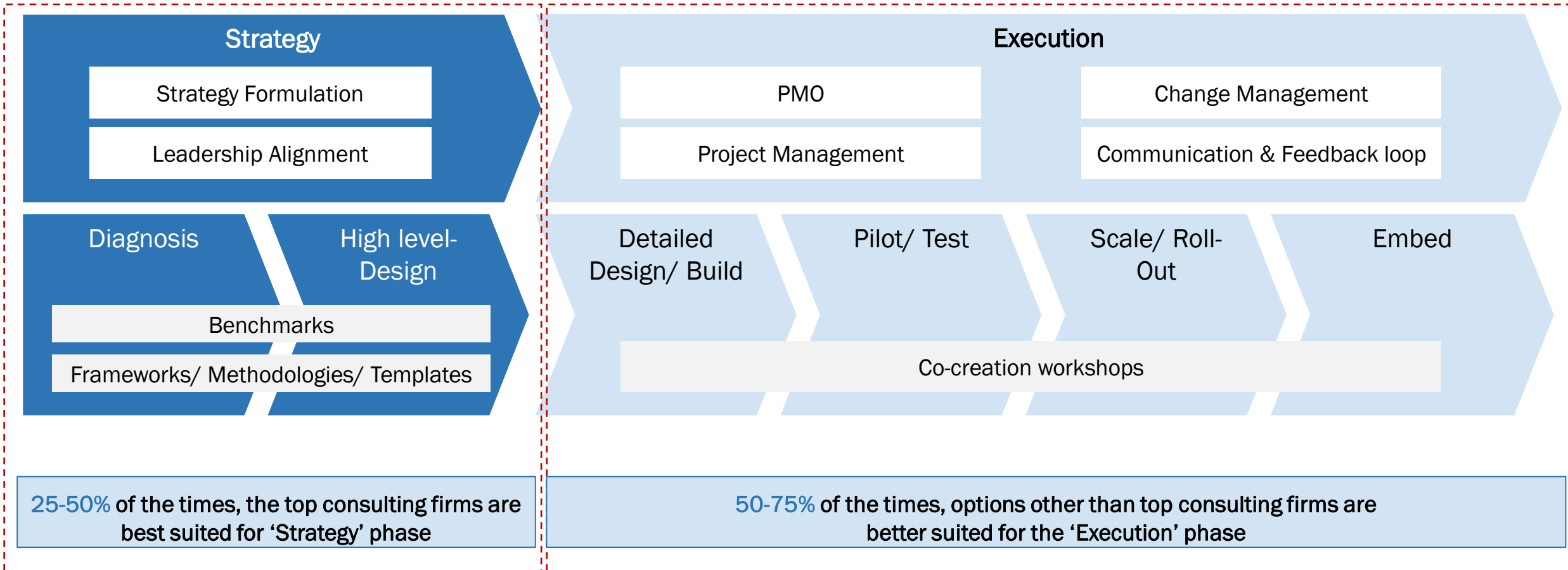
Switzerland

The end-to-end professional services category management consists of several modules



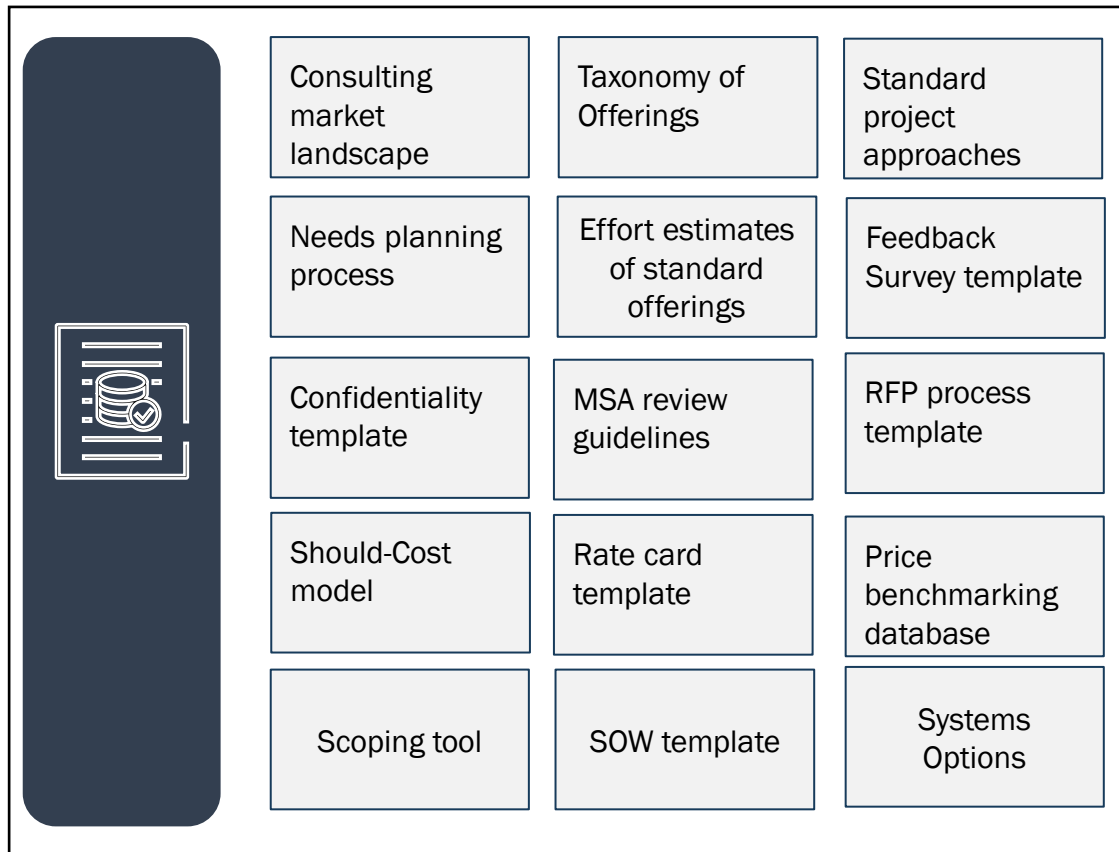
We explore 'Fit-for-purpose' levers by unbundling large scopes into smaller bundles with different types of expertise required & costs

High-level anatomy of consulting projects



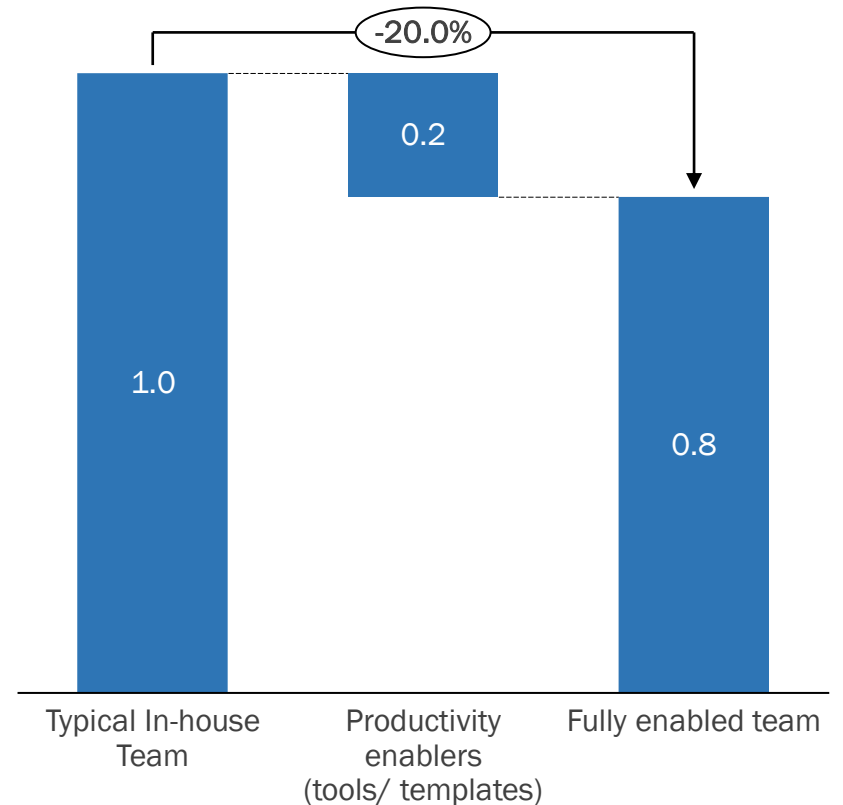
As part of the full effort, we will also develop tools and templates that enable higher productivity of the professional services procurement team

Proposed tools & templates to enable higher productivity



Improved productivity (procurement team costs as a % of spend)

Illustrative figures



Clients can engage us in three ways

1

Outsourcing of category
management to Aspire team

2

Specialized modular support
to inhouse team

(e.g. contract re-negotiations)

3

Price benchmarking analytics for
consulting services spend



Thank you for your interest!

Contact:

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Team Presence:

Europe: Switzerland
Asia: India, Hongkong
Americas: USA